

September 12, 1985

Dear

I have enclosed a preliminary specification and description of Aviation Simulation Technology's newest enhancement - a color visual display.

As you probably know, we demonstrated (and announced) a color visual display capability in May 84, and fielded a lot of questions as a result. It was good, but much too expensive, as it would have to sell for \$40,000 to \$50,000. It was also complex, and promised to be expensive to maintain. So, we decided to shelve that particular development as inappropriate for this market.

We now feel that we have the right product, and want your input. The color visual display is described in the enclosed data, but you will also need the following:

Price: \$19,750 (\$9,750 when included on a new simulator)

Availability: First quarter 86'

Trade in: \$5,000 rebate for your existing BW visual. This trade-in amount is valid only for preliminary orders received before October 15, with deposits required when the final specification is issued (target is December 1, 1985).

We think that this is the right product, with good current capability, lots of growth potential, and a reasonable price tag. The design project has been started, and production will begin soon; sooner if we get the expected response from those of you who will be using it.

There are other significant enhancements, inherent in the design, which make this an even better value. The retrofit package for existing simulators will involve an exchange of NC-1 and NC-2 printed circuit boards, which is included in the quoted price. The new boards will contain extra circuitry and new operating software which will provide:

- 1) An internal I*T*S (Price \$9,750)
- 2) Rev 1800 software capability (price \$1,500)
(This adds ILS/DME, larger capacity PROMS, etc.)
- 3) A capability for bidirectional interface (I*T*S Phase II, \$5,750)
- 4) Output capability for a second plotter, with potential for simultaneous plan and profile view plotting (GCAs, etc.)

I've enclosed a form for your preliminary order; no commitment is necessary until the deposit is placed. For those willing to place a preproduction deposit we'll provide a \$5,000 trade-in on your existing visual display. The trade-in offer will be withdrawn once the product specification is firm and production begins.

Call me at 800-343-4844 if you have any questions.

Very truly yours,
AVIATION SIMULATION TECHNOLOGY, INC.

Edward L. Keins
President

ELK:ggs

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